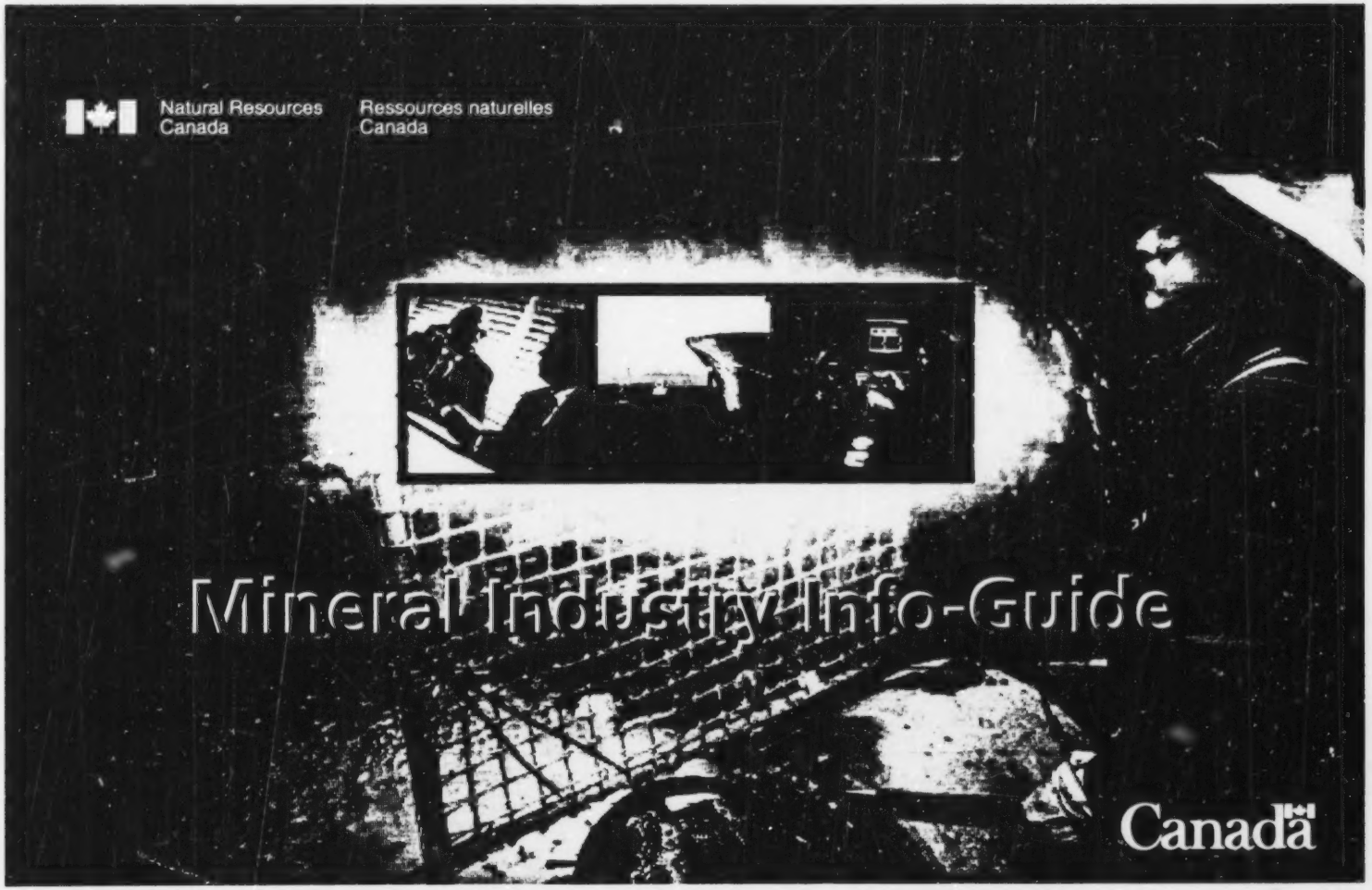
Natural Resources Canada
Ressources naturelles Canada
Mineral Industry Info-Guide
Canada

Natural Resources Canada
Ressources naturelles Canada

Minerals and Metals Sector
Secteur des minéraux et des métaux

Mineral Industry Info-Guide

The intent of this guide is to provide Canadian companies with a simple and direct means of accessing various Canadian government information sources. This initiative is in response to recommendations received by Natural Resources Canada from industry at Canada-wide consultations held in the fall of 1998.

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Facsimile: (613) 952-7501
E-mail: gkingsle@nrcan.gc.ca

It is also available on the Internet at: http://www.minerals-minéraux.nrcan.gc.ca

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Message from the MINISTER

Natural Resources Canada | Ressources naturelles Canada

As we enter the 21st century, the minerals sector continues to be a vital component of Canadian economy and life. In the knowledge-based, technology-driven economy of the new millennium, accurate and up-to-date information is essential to remaining competitive.

This guide provides information about the various programs and services of particular interest to the minerals sector offered by the Government of Canada. Presented in an effective, user-friendly fashion, this info-guide responds to industry's need for better knowledge of and access to these programs.

By working together, we can face the important challenges and opportunities that lie ahead, helping Canada become and remain the "smartest" steward, developer, user and exporter of our mineral resources — the most high-tech, environmentally friendly, socially responsible, productive and competitive — leading the world in sustainable development.

Ralph Goodale

Canada

This guide has been prepared by Fançois Desmarais, a co-op student, under the guidance of Michel Prud'homme and Michel Dumont of the Minerals and Metals Sector, Natural Resources Canada.

Although every effort has been made to ensure the validity and accuracy of information in this document, it should be treated as a starting point in the search for information, services and programs of interest to businesses.

This guide will be made available on the Internet at the following address:

http://www.minerals-minéraux.nrcan.gc.ca

We are interested in your comments and suggestions for improving this tool. You may contact:

Oliver Vagt
Minerals Specialist
Minerals and Metals Sector
Natural Resources Canada
580 Booth Street, 10A6
Ottawa, Ontario K1A 0E6

Telephone: (613) 992-2667
Facsimile: (613) 943-8450
E-mail: ovagt@nrcan.gc.ca

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Who We Are

Natural Resources Canada

Natural Resources Canada (NRCan) is a federal government department specializing in energy, minerals and metals, forests, and earth sciences. At NRCan, we deal with natural resource issues that are important to Canadians. Relying on our expertise in science and our experience in policy development, we examine these issues from both a national and international perspective.

For more detailed information on our department, contact us at:

Natural Resources Canada
580 Booth Street
Ottawa, Ontario
K1A 0E4

(613) 995-0947

(613) 992-7211

questions@nrcan.gc.ca

http://www.nrcan.gc.ca

Minerals and Metals Sector of Natural Resources Canada

The Minerals and Metals Sector (MMS) of Natural Resources Canada is one of five departmental sectors. The others are the Earth Sciences Sector, the Energy Sector, the Canadian Forest Service, and the Corporate Services Sector.

The Minerals and Metals Sector is the federal government's primary source of scientific and technological knowledge and policy advice on Canada's mineral and metal resources, and on explosives regulation and technology. The Sector comprises four branches: Mineral and Metal Policy, Economic and Financial Analysis, Mineral Technology (CANMET), and Planning and Management Services. The Minerals and Metals Sector devotes a large portion of its resources to science and technology, and houses three of Canada's premier scientific research institutions (the Mining and Mineral Sciences Laboratories, the Materials Technology Laboratory, and the Canadian Explosives Research Laboratory).

Feel free to contact any of our specialists on matters relating to minerals and metals. A directory of MMS's specialists and services is available from the Sector. To obtain your free copy, contact us by telephone at (613) 947-6580, by fax at (613) 952-7501, or by e-mail at gkingsle@nrcan.gc.ca.

http://www.nrcan.gc.ca/mms/ms-e.htm

Introduction to the Information Guide

This guide is intended to provide Canadian companies with a simple and direct means of accessing various Canadian government information sources. To facilitate the search for information and respond to companies' specific needs, the information guide is divided into nine sections.

Sustainable development – The definition of sustainable development in the context of minerals and metals.

Value added – Information and publications on issues relating to value added for the Canadian minerals and metals industry.

Business assistance – Information, services and programs designed to assist small- and medium-sized Canadian companies with their start-up, growth, funding, networking and other similar activities.

Trade and exports – Information, services and programs designed to assist companies that export, or that are interested in exporting, their products, but who lack the necessary expertise or experience in foreign markets.

Research and development – Information, services and programs designed to promote research and development activities within Canadian companies.

Environment – Information, services and programs designed to encourage the environmental protection and energy conservation initiatives of Canadian companies.

Aboriginal peoples – Information, services and programs tailored to meet the specific needs of Canadian Aboriginal businesses.

The economy and statistics – Statistics, economic data and a description of services designed to help Canadian businesses better understand their target market and competitors.

What's new? – This section describes information sources that can help Canadian companies keep up-to-date on the latest news and developments related to the economy, financing, R&D, the environment, etc.

To help you consult the guide, the information in the various sections is divided into three categories: information sources, services to business, and funding programs. The following symbols will make them easy to identify:

Information

Services

Funding Programs

Finally, the box on the right shows you where additional information on federal government programs and services can be obtained. The various contact methods are identified by the following symbols:

Internet address

Postal address

Telephone number

Fax number

E-mail address

General Information Available from the Canadian Government

Information sources and general services available within the Canadian government

Information

? *Minerals-Minéraux Canada Web Site*
Natural Resources Canada

http://www.minerals-minéraux.nrcan.gc.ca

An electronic version of this guide is available at this site. In it you will find additional information on programs, services and publications offered by the Canadian government. The site also contains links to various agencies and departments as well as a wealth of useful information on starting or developing a business.

? *Strategis*
Industry Canada

http://strategis.gc.ca

Help Desk:
1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

The Strategis web site is an Industry Canada initiative developed to serve Canadian companies of all sizes. This is the Canadian government's most comprehensive Internet site for business information. It gives companies direct access to Industry Canada's vast resources of expertise and information.

? *www.canada.gc.ca (The Canada Site)*

Public Works and Government Services Canada

http://www.canada.gc.ca

This is the main Government of Canada Internet site. It provides access to the most recent government news releases and contains links to over 450 government Internet sites.

? *Your Guide to Government of Canada Services and Support for Small Business*

Industry Canada

http://strategis.gc.ca/smeguide

Your Guide to Government of Canada Services and Support for Small Business provides a brief overview of Canadian government programs and services for small business. This reference tool provides companies with relevant information and is an excellent place to start an information search. It is available in electronic format on the Industry Canada Strategis web site and also in print.

A free copy of this guide may be obtained from:

Distribution Service
Communications Branch
Industry Canada
Room 205D, West Tower
235 Queen Street
Ottawa, Ontario K1A 0H5

(613) 947-7466

(613) 954-6436

Services

1 800 O-Canada

Public Works and Government Services Canada

1-800-622-6232
1-800-465-7735 TDD*

1 800 O-Canada is a toll-free service of the Canadian government. Information officers will help you narrow down the type of assistance you need and direct you to the appropriate person to contact within the government.

** Telecommunications device for the deaf*

Sustainable Development

Sustainable development information sources within the Minerals and Metals Sector, Natural Resources Canada

Information

? *Sustainable Development and Minerals and Metals (An Issues Paper)*

Natural Resources Canada

This document explains how sustainable development applies to minerals and metals. It describes the key challenges in the area of sustainable development that are facing the industry and proposes policy guidelines to incorporate the concept into federal decision-making as it relates to minerals and metals.

http://www.nrcan.gc.ca:80/mms/sdev/sdmm-e.htm

A free copy of this report may be obtained by contacting:
Minerals and Metals Sector
Natural Resources Canada
580 Booth Street
Ottawa, Ontario K1A 0E4

(613) 992-5244

? *Sustainable Development Criteria and Indicators for Minerals and Metals*

Natural Resources Canada

http://www.nrcan.gc.ca:80/mms/sdev/sdcrit-e.htm

This document is a summary of presentations and discussions at an international experts workshop held on May 7, 1998, in Pointe-Claire, Quebec. In addition to summarizing the highlights of the roundtable discussion, the document presents the Canadian policy context, sustainable development indicators for minerals and metals, the topic of metals recycling, and ways of communicating and driving sustainable development in the sector.

? *Sustainable Development Links*

Natural Resources Canada

http://www.nrcan.gc.ca:80/mms/pol-e.htm#durable

A page on sustainable development has been included on the Minerals and Metals Sector site. Here you will fine interesting links on the subject as well as sector publications in electronic format.

? *Sustainable Development of Minerals and Metals (Monograph No. 4)*

Natural Resources Canada

This report, published as part of Canada's submission to the United Nations Commission on Sustainable Development in April 1997, describes the sustainable development situation on a Canadian and international level as well as the challenges that will confront the international community in the coming years.

http://www.nrcan.gc.ca:80/mms/sdev/sdm-e.htm

A free copy of this report may be obtained by faxing:

(613) 992-5244

? *Sustainable Development Strategy (Safeguarding our Assets, Securing our Future)*

Natural Resources Canada

In this document, Natural Resources Canada describes the sustainable development issues that must be dealt with by society. How do we protect and develop our natural resources to ensure their availability to future generations?

http://nrn1.nrcan.gc.ca:80/dmo/susdev/pdf/sds_eng2.pdf

A free copy of this publication may be obtained by contacting:

Minerals and Metals Sector
Natural Resources Canada
580 Booth Street
Ottawa, Ontario K1A 0E4

(613) 992-5244

? *Sustainable Development Web Site*

Natural Resources Canada

http://www.nrcan.gc.ca/dmo/susdev/index_e.html

The sustainable development strategies adopted by Natural Resources Canada and the national role it expects to play are described on this web site.

? *The Minerals and Metals Policy of the Government of Canada*

Natural Resources Canada

http://www.nrcan.gc.ca/mms/sdev/policy-e.htm

(613) 947-6580

(613) 943-7501

The Minerals and Metals Policy of the Government of Canada describes, in the context of the federal government's jurisdiction, the role, objectives and strategies of the Government for the sustainable development of Canada's mineral resources.

Value Added

Sources of information concerning value-added challenges in the minerals and metals industry in Canada

Information

? *From Mineral Resources to Manufactured Products: Toward a Value-Added Mineral and Metal Strategy for Canada*

Natural Resources Canada

This paper provides a very broad overview of the sector, illustrating its importance to employment in Canada and some dynamic trends. It also describes some of the challenges to growth of value-added activities within the direct chain of production or in ancillary spin-off industries. Finally, it suggests several routes for government-industry collaboration that may lead to an increase in mineral and metal processing value-added activities.

http://nrcan.gc.ca:80/mms/pubs/value-e.pdf

A free copy of this document may be obtained by faxing:
(613) 952-7501

? *Value-Added Challenges*

Natural Resources Canada

This report provides a summary of consultations held across Canada with mineral products industry executives from eight government/ industry workshops held in the fall of 1998. The facilitated workshops were developed as part of a joint initiative by Natural Resources Canada and Industry Canada to review the challenges facing value-added activities by the mineral products industry in Canada.

http://www.nrcan.gc.ca:80/mms/pubs/mineralprod-e.htm

A free copy of this report may be obtained by calling or contacting:

(613) 992-3733

(613) 943-2079

mprudhom@nrcan.gc.ca

Business Assistance

Information, services and programs developed to assist small- and medium-sized businesses with start-up, growth, financing and networking activities, etc.

Information

? *Canada Small Business Financing Program (CSBF)*

Industry Canada

The Canada Small Business Financing program (CSBF) is a loan guarantee program that encourages lenders to improve the availability of loans for the purpose of financing the purchase or improvement of real property for the expansion of operations or establishment of a new business. Administered under the *Canada Small Business Financing Act* (CSBFA), the program is a joint initiative of the Canadian government and private sector lenders. Most small businesses (with the exception of farming enterprises) starting up or operating in Canada are eligible for CSBF loans, as long as their estimated annual gross revenues do not exceed $5 million during the fiscal year in which they apply for a loan. The maximum value of loans a borrower may have outstanding under the CSBF cannot exceed $250 000.

http://strategis.ic.gc.ca/csbf

Contact a financial institution in your region to learn how the CSBF can respond to your specific financial requirements.

National authority:
Small Business Loans Administration
Industry Canada
8th Floor, East Tower
235 Queen Street
Ottawa, Ontario K1A 0H5

(613) 954-5540

(613) 952-0290

? *Canadian Company Capabilities*
Industry Canada

Canadian Company Capabilities is a free service providing access to an on-line database of over 35 000 Canadian companies and 200 000 products and services. The purpose of this service is to enable Canadian companies to promote themselves around the world free of charge. The service enables companies to offer or locate products or services and fosters business ties among registered companies.

http://strategis.ic.gc.ca/sc_coinf/ccc/engdoc/homepage.html

Help Desk:
1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Canadian Rural Information Service*
Agriculture and Agri-Food Canada

This rural information initiative provides background information on 190 programs and services offered by various federal departments and agencies and covering activities ranging from support for rural businesses designed to improve their access to capital, to employment programs and training for rural youth. In addition to background information on every program and service, the document provides Internet addresses and telephone numbers for information contacts.

http://www.agr.ca/cris

Canadian Rural Information Service
Agriculture and Agri-Food Canada
930 Carling Ave., Room B-77
Ottawa, Ontario K1A 0C5

1-888-757-8725

(613) 759-6763

cris@em.agr.ca

? *Contact! (The Canadian Management Network)*
Industry Canada

Contact! is a web site that offers a wide range of resources for entrepreneurs. Industry Canada has assembled at a single site a list of all the support organizations and consultants available to businesses, a library of information on entrepreneurship, various computer management tools, etc.

http://strategis.gc.ca/contact

Help Desk:
1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Guide for Canadian Small Businesses*
Canada Customs and Revenue Agency (CCRA)

The Guide for Canadian Small Businesses contains useful information on a set of questions relating to such matters as starting a new business, the goods and services tax/harmonized sales tax, excise taxes and excise duties, importing and exporting, payroll deductions, and income tax.

http://www.ccra-adrc.gc.ca

1-800-461-9999
(613) 993-0534

? *Info-Fax System*

Canada Business Service Centres (CBSC)

A toll-free, fax-on-demand service allows you to order documents using your Touch-Tone™ telephone, 24 hours a day, 7 days a week. Use the Info-Fax System to order your choice of catalogues by subject, and have your selections faxed directly to you.

For the CBSC Info-Fax System nearest you, go to "Contact Us."

? *Information Services*

Regional Economic Development Agencies

The various regional economic development agencies offer you a wealth of business information through their respective Internet sites, libraries, information lines, and Canadian government publications. The information available covers a range of topics including business start-up, development of new markets, export activities, business expansion, entrepreneurship, financing sources, etc.

N.B.
For the complete address of the regional development agency closest to you, go to "Contact Us."

Canada Economic Development for Quebec Regions (CED)
http://www.dec-ced.gc.ca

The Federal Economic Development Initiative in Northern Ontario (FedNor)
http://fednor.ic.gc.ca

Atlantic Canada Opportunities Agency (ACOA)
http://www.acoa.ca

Western Economic Diversification Canada (WD)
http://www.deo.gc.ca

? *Mining Taxation*

Natural Resources Canada

http://www.nrcan.gc.ca/mms/daef/dfrm/default.htm

This web site provides taxation and business climate news on the mining industry in Canada, information on taxation, various Canadian policies and initiatives affecting the mining sector, and certain Tax and Mineral Resources Division reports and publications.

? *Services on the Web*

Canada Business Service Centres (CBSC)

http://cbsc.org

N.B.
For the complete address of the CBSC nearest you, go to "Contact Us."

The CBSC web site contains up-to-date information on the services and programs of participating federal and provincial departments and agencies as well as regulations in effect. It also offers links to key business information sites.

? *Small Business Information Seminar*
Canada Customs and Revenue Agency (CCRA)

A program of seminars for small businesses was developed specifically for heads of small businesses. This virtual information tool is available to entrepreneurs who are just about to start, or have just started, a business. The seminar consists of four separate modules: Government Services, Customs Basics, Goods and Services Tax /Harmonized Sales Tax, and Income Tax.

http://www.ccra-adrc.gc.ca

1-800-959-5525 (English)
1-800-959-7775 (French)

? *Sources of Financing*
Industry Canada

$ources of Financing informs SMEs about financing methods available to them. It offers a tool for selecting the appropriate type of financing from among a broad range of Canadian sources of capital. SMEs can obtain detailed, personalized reports on appropriate sources of financing, as well as information on potentially useful, related non-financial services offered by various institutions.

http://strategis.ic.gc.ca/sc_mangb/sources/engdoc/homepage.htm

(613) 954-5492

? *Steps to Growth Capital*
Industry Canada

This program, an initiative of the Canada Community Investment Plan, provides Canadian entrepreneurs with an Internet site that will help them improve the structure and presentation of their investment proposals and submit them to sources of venture capital.

http://strategis.gc.ca/growth

Help Desk:

1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Strategis*
Industry Canada

The Strategis web site is an Industry Canada initiative developed to serve Canadian companies of all sizes. This is the Canadian government's most comprehensive Internet site for business information. It gives companies direct access to Industry Canada's vast resources of expertise and information.

http://strategis.gc.ca

Help Desk:

1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Toolbox*

Canada Business Service Centres (CBSC)

http://cbsc.org

CBSCs have recently developed a number of business planning tools designed specifically to harness the resources available on the Internet. On-line workshops on small business and the Interactive Business Planner are two such tools available on the CSEC Internet site.

? *Venture Capital*

Atlantic Canada Opportunities Agency (ACOA)

http://www.acoa.ca/english/financial/venture_capital_frame.html

This electronic publication contains all the information you need to understand who venture capital is intended for and the advantages and disadvantages of this type of financing.

? *Your Guide to Government of Canada Services and Support for Small Business*

Industry Canada

Your Guide to Government of Canada Services and Support for Small Business provides a brief overview of Canadian government programs and services for small business. This reference tool provides companies with relevant information and is an excellent place to start an information search. It is available in electronic format on the Industry Canada Strategis web site and in print.

http://strategis.gc.ca/smeguide

A free copy of this guide may be obtained from:

Distribution Service
Communications Branch
Industry Canada
Room 205D, West Tower
235 Queen Street
Ottawa, Ontario K1A 0H5

(613) 947-7466

(613) 954-6436

Consultative Services

Community Futures Development Corporation (CFDC)

Technical consultants and CFDC advisors assist entrepreneurs with research and development for their products, the preparation of business plans and tracking of projects. In this way, they facilitate the establishment, expansion and stabilization of businesses and ensure that they remain competitive.

Atlantic Canada – ACOA
1-888-303-2232

Quebec – CFDC
(418) 658-1530

Southern Ontario – CFDC
(416) 954-7175

Northern Ontario – FedNor
1-877-333-6673

Western Canada – WD
1-888-338-WEST (9378)

Consultative Services

Regional Economic Development Agencies

In every region of Canada, consultants are available to provide entrepreneurs with advice and services to help them make informed decisions about the start-up or expansion of their businesses. They can also guide businesses in the development of their business plans, provide the tools and financing sources required for their projects, and help them develop marketing strategies for their products and services.

N.B.
For the full address of the regional development agency closest to you, go to "Contact Us."

Canada Economic Development for Quebec Regions (CED)
http://www.dec-ced.gc.ca

The Federal Economic Development Initiative in Northern Ontario (FedNor)
http://fednor.ic.gc.ca

Atlantic Canada Opportunities Agency (ACOA)
http://www.acoa.ca

Western Economic Diversification Canada (WD)
http://www.deo.gc.ca

Consulting Services

Business Development Bank of Canada (BDC)

The BDC Consulting Group delivers customized business support solutions through three business lines: growth, quality and export. Because different organizations are at different development phases in their growth cycles, the consulting process has been designed to address clients' specific needs, enabling the consulting group to assess, plan and implement customized strategies.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

Personalized Service

Canada Business Service Centres (CBSC)

In addition to an extensive collection of business-related publications, directories and other business products, CBSCs provide access to external databases. Business clients can use these research materials (e.g., on financing sources, networking, starting or expanding a business) on their own or with the help of a trained business information officer.

http://cbsc.org

N.B.
For the complete address of the CBSC nearest you, go to "Contact Us."

Telephone Information Service
Canada Business Service Centres (CBSC)

CBSCs provide free long-distance telephone centres to help you communicate with business information officers who will assist you in finding answers to your questions and solutions for your business problems.

For the toll-free telephone number of the CBSC nearest you, go to "Contact Us."

Women's Enterprise Initiative
Western Economic Diversification Canada (WD)

The Initiative provides business information and services tailored for women entrepreneurs in western Canada. The objective is to help women entrepreneurs deal with the many challenges involved in establishing and developing a business. The Initiative provides women entrepreneurs with the information, advice and investment capital they need to achieve their business goals.

http://www.deo.gc.ca
(Accessing Capital; Business Financing for Western Canada)

1-888-338-WEST (9378)

N.B.
For the complete address of the WD regional office nearest you, go to "Contact Us."

Programs

$ *Business Development Loan Fund*

The Federal Economic Development Initiative in Northern Ontario (FedNor)

FedNor and the BDC have created a $25 million fund for viable projects initiated by small businesses in northern Ontario. New and existing businesses qualify for this fund, which places particular emphasis on businesses involved in growth and market expansion activities. The program is intended for businesses with less than 200 employees and less than $10 million in annual sales.

http://fednor.ic.gc.ca

N.B.
For the complete address of the FedNor regional office nearest you, go to "Contact Us."

$ *Business Development Program (BDP)*

Atlantic Canada Opportunities Agency (ACOA)

The Business Development Program is designed to help companies set up, expand or modernize their business. Focussing on small- and medium-sized enterprises, the program offers access to capital in the form of interest-free, unsecured, repayable contributions. The maximum level of assistance under ACOA's Business Development Program is 50% for start-ups, expansions and modernizations, and 75% for operating costs such as studies, marketing, training and quality assurance, up to a total of $1 million.

N.B. For the complete address of the regional ACOA office nearest you, go to "Contact Us."

http://www.acoa.ca

Atlantic Canada Opportunities Agency
Head Office
Blue Cross Centre
644 Main Street, P.O. Box 6051
Moncton, New Brunswick E1C 9J8

1-800-561-7862
(506) 851-2271

(506) 851-7403

$ *Business Planning Initiative*

The Federal Economic Development Initiative in Northern Ontario (FedNor)

The intent of this Initiative is to support those entrepreneurs and potential entrepreneurs who require a full and properly developed business plan covering all aspects of their business proposal, all the issues, and potential problems (in order to be able to access required financing in a timely manner). Up to $5000 can be made available to assist with the costs of a qualified arm's-length consultant. Eligible applicants are private sector for-profit businesses in northern Ontario who require assistance in finalizing their business plan and can demonstrate that they have both the ability and resources to implement their proposal should the business plan results be positive.

http://fednor.ic.gc.ca

N.B.
For the complete address of the FedNor regional office nearest you, go to "Contact Us."

$ *Entrepreneurs with Disabilities Program*

Community Futures Development Corporations of (CFDC) Western Canada

The program provides access to business loans up to $125 000 for entrepreneurs with disabilities who are unable to obtain financing from a traditional financial institution. The loan terms are designed to be patient and flexible, and are tailored to meet the needs of entrepreneurs. The program also gives entrepreneurs access to services available to businesses in western Canada.

N.B. The mandate of CFDCs is local community and business development. They are generally grouped by province and offer a range of services that vary from one CFDC to another.

http://www.wd.gc.ca
(Accessing Capital; Business Financing for Western Canada)

1-888-338-WEST (9378)

N.B.
For the complete address of the regional CFDC (WD) office nearest you, go to "Contact Us."

$ *Industrial Cooperation Program (CIDA-INC)*

Canadian International Development Agency (CIDA)

CIDA-INC acts as a bridge between commercial and developmental interests. It reduces the risks to Canadian firms by sharing the costs unique to doing business in developing countries and those associated with providing training, the participation of women, and a clean environment. CIDA-INC can also share in the costs at the viability and prefeasibility study stages, and help reduce the costs of the developmental components of the project at the implementation stage.

http://www.acdi-cida.gc.ca

Industrial Cooperation
Program (CIDA-INC)
200 Promenade du Portage
Hull, Quebec K1A 0G4

(819) 953-5444
(819) 963-5023 TDD*

(613) 953-5024
(613) 944-4500
(Faxlink: document 10363)

info@acdi-cida.gc.ca

** Telecommunications device for the deaf*

$ *Investment Fund*

Community Futures Development Corporations (CFDC) in Quebec

CFDCs offer various types of loans to businesses depending on the requirements of the project such as conventional loans, guaranteed loans, participatory loans and share capital, up to a maximum of $125 000. Programs and services are intended for businesses located in rural or semi-urban areas of Quebec within the territory served by a CFDC. The project must also generate employment and demonstrate a potential for development and meaningful viability.

http://www.reseau-sadc.qc.ca
(French site only)

Quebec – CFDC
(418) 658-1530

$ *Micro-Business Program*

Business Development Bank of Canada (BDC)

The Micro-Business Program supports the growth and development of some of the smallest innovative businesses by providing a total solution to their business needs. The program combines personalized management services with term financing of up to $50 000 for existing businesses and $25 000 for new businesses. To further support growth during the critical first five years, the program features two years of follow-up mentoring.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Northern Ontario Business Development Loan Fund for Small- to Medium-Sized Businesses*

The Federal Economic Development Initiative in Northern Ontario (FedNor)

The program gives profitable small- and medium-sized companies in northern Ontario access to capital in the form of commercial loans through member Caisses populaires. The financing available can be used for a broad range of projects including acquisition of fixed assets, expansion and market development initiatives, exports, management support, strategic planning, etc. Under this program, eligible applicants are any individual, firm, company, corporation, joint venture, trust or two or more of the foregoing who have less that 200 employees and annual total sales of less than $10 million, and who agree to participate in mentoring and counselling support if determined necessary by the member Caisse, and agree to pay for those mentoring and counselling services.

http://fednor.ic.gc.ca

N.B.
For the complete address of the FedNor regional office nearest you, go to "Contact Us."

$ *Pre-Commercial Fund*

The Federal Economic Development Initiative in Northern Ontario (FedNor)

The Fund provides fully repayable contributions to small-and medium-sized enterprises in northern Ontario that have been unsuccessful in attempts to secure funding from other sources. These contributions are designed to help finance pre-commercial activities including early-stage research and development, pre-commercial product development and pre-operational marketing activities. A maximum repayable contribution of $250 000 can be made available to qualifying firms to cover eligible project costs.

http://fednor.ic.gc.ca

N.B.
For the complete address of the FedNor regional office nearest you, go to "Contact Us."

$ *Seed Capital*

Business Development Bank of Canada (BDC)

BDC's seed fund pools finance businesses in the pre-start-up phase. BDC and its regional partners have established three funds for companies wishing to comercialize early-stage technology.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Small Business Financing Program*

Community Futures Development Corporations (CFDC) of Ontario

CFDCs offer financial assistance of up to $75 000 in the form of loans, equity financing and loan guarantees, as well as business counselling and management assistance to small businesses and entrepreneurs in rural Ontario communities and fill a capital niche not addressed by other financial institutions.

N.B. The mandate of CFDCs is local community and business development. They are generally grouped by province and offer a range of services that vary from one CFDC to another.

http://fednor.ic.gc.ca

N.B.
For the complete address of the regional CFDC (FedNor) office nearest you, go to "Contact Us."

$ *Small Business Financing Program*

Community Futures Development Corporations (CFDC) of Western Canada

CFDCs offer financial assistance of up to $125 000 in the form of loans, equity financing and loan guarantees, as well as business counselling and management assistance to small businesses and entrepreneurs in rural communities of western Canada and fill a capital niche not addressed by other financial institutions.

N.B. The mandate of CFDCs is local community and business development. They are generally grouped by province and offer a range of services that vary from one CFDC to another.

http://www.wd.gc.ca
(Accessing Capital; Business Financing for Western Canada)

1-888-338-WEST (9378)

N.B.
For the complete address of the regional CFDC (WD) office nearest you, go to "Contact Us."

$ *Term Loans*

Business Development Bank of Canada (BDC)

BDC offers term loans for a broad variety of projects, including the acquisition of fixed assets, expansion projects, plant overhauls and the purchase of existing businesses. In some cases, a BDC loan may be used to reconstitute working capital depleted by capital expenditures and thus to finance sales growth. Loans are available at floating or fixed rates and for various terms.

http://www.bdc.ca

Business Development Bank of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Venture Capital*

Business Development Bank of Canada (BDC)

BDC considers capital investments at any stage of a company's life cycle and will invest in both private and publicly listed companies. Small businesses in leading-edge industries with a strategic market position and a dynamic management committed to sustained growth are eligible for BDC's equity financing.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Venture Loans*

Business Development Bank of Canada (BDC)

An innovative form of financing that combines the characteristics of term loans and venture capital. Businesses with strong growth potential and high quality management may be eligible for quasi-equity financing between $100 000 and $1 million for expansion and market development projects. Loan repayment is based on a combination of interest payments and royalties and is tailored to a company's projected cash flow.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Western Youth Entrepreneur Program*

Community Futures Development Corporations (CFDC) of Western Canada

Young people in western Canada between the ages of 18 and 29 who have an entrepreneurial spirit and a business idea can apply for financial assistance under the program by contacting the CFDC nearest them. Loans of up to $25 000 are available. Terms are tailored to the individual's specific needs and can be repaid at competitive interest rates.

N.B. The mandate of CFDCs is local community and business development. They are generally grouped by province and offer a range of services that vary from one CFDC to another.

http://www.wd.gc.ca
(Accessing Capital; Business Financing for Western Canada)

1-888-338-WEST (9378)

N.B.
For the complete address of the regional CFDC (WD) office nearest you, go to "Contact Us."

$ *Women's Enterprise Initiative Loan Program*

Western Economic Diversification Canada (WD)

This program offers women entrepreneurs in western Canada access to a loan fund, advisory services, and path finding to existing services, plus a host of products and services tailored to meet their needs.

http://www.wd.gc.ca

1-888-338-WEST (9378)

N.B.
For the complete address of the regional WD office nearest you, go to "Contact Us."

$ *Working Capital for Growth*

Business Development Bank of Canada (BDC)

Working Capital for Growth is designed to support growth by topping up conventional outlets of short-term financing. Working capital loans of up to $100 000 are available depending on cash flow requirements, inventory levels and receivables.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Young Entrepreneur Financing Program*

Business Development Bank of Canada (BDC)

The Young Entrepreneur Financing Program is aimed at giving start-up entrepreneurs between the ages of 18 and 34 a solid foundation to build a new business. Term financing of up to $25 000 and 50 hours of tailor-made business management support help is available to ensure that entrepreneurs with commercially viable business proposals and excellent potential get their businesses off the ground.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Young Entrepreneurs ConneXion*

Atlantic Canada Opportunities Agency (ACOA)

ACOA's Seed Capital and Counselling Program responds to the needs of young Atlantic Canadians under 30 years of age by enabling them to access small business start-up and expansion financing while providing them with sound business counselling and training.

http://www.acoa.ca

Atlantic Canada Opportunities Agency
Head Office
Blue Cross Centre
644 Main Street, P.O. Box 6051
Moncton, New Brunswick E1C 9J8

1-800-561-7862
(506) 851-2271

(506) 851-7403

N.B.
For the complete address of the regional ACOA office nearest you, go to "Contact Us."

$ *Youth Strategy Program*

Community Futures Development Corporations (CFDC) in Quebec

The aim of the Youth Strategy Program is to provide young Quebecers between the ages of 18 and 35 with personal loans from $5000 to $15 000. Loans can be made available with grace on interest payments for up to 24 months, and repayment of the capital may also be suspended for this same period of time. The program provides for mandatory follow-up and training.

http://www.reseau-sadc.qc.ca
(French site only)

Quebec – CFDC
(418) 658-1530

Trade and Exports

Information, services and programs designed to assist firms that export, and those that are interested in exporting, but lack the necessary expertise or experience in foreign markets

Information

? *Automated Customs Information Service*

Canada Customs and Revenue Agency (CCRA)

1-800-461-9999
(613) 993-0534

The Canada Customs and Revenue Agency has introduced an Automated Customs Information Service that provides telephone access to information on importations and exportations, customs tariffs, free trade agreements, duty deferral, customs warehousing, etc.

? *CanadExport*

Department of Foreign Affairs and International Trade (DFAIT)

http://www.dfait-maeci.gc.ca/english/news/newsletr/canex

To subscribe to *CanadExport:*
(613) 996-2225

(613) 996-9276

CanadExport is a newsletter on exports published twice monthly for Canadian business persons. It contains information on market opportunities, trade and investment policies, programs and services, upcoming activities (trade fairs and missions), publications, success stories and winning strategies. *CanadExport* regularly includes a supplement devoted to a specific country.

? *ExportSource*
Team Canada Inc

http://exportsource.gc.ca

1-888-811-1119

ExportSource is an Internet site that allows business persons to access various Canadian government sources of information on the promotion of international trade. This site is primarily intended for non-exporting firms that would like to learn more about export regulations, firms that are just beginning to export, and seasoned exporters. ExportSource provides a single point of access to public sector export databases and is available at all times. The Internet site enables Canadian businesses to quickly obtain the market intelligence they need by consulting numerous public sites simultaneously. To simplify the process, information is presented from a business point of view, offering users a logical approach to finding the information they need quickly.

? *Imports, Exports and Trade Agreements*
Canada Customs and Revenue Agency (CCRA)

hhttp://www.ccra-adrc.gc.ca

1-800-461-9999
(613) 993-0534

The CCRA Internet site provides merchandise importers and exporters with information and explains how international trade agreements can affect their operations.

? *InfoCentre*

Department of Foreign Affairs and International Trade (DFAIT)

InfoCentre is an open door on the world, providing access to over 3000 sources of information from simple records to comprehensive market studies. Its information officers can advise you on services, programs and publications. They can suggest publications and information kits tailored to your needs and send them to you, arrange a subscription for you to *CanadExport*, the Department's trade newsletter, and refer you to experts in Canada and abroad.

http://www.dfait-maeci.gc.ca

1-800-267-8376
(613) 944-4000

(613) 944-1078

? *Info-Fax System*

Canada Business Service Centres (CBSC)

A toll-free, fax-on-demand service allows you to order documents using your Touch-Tone™ telephone, 24 hours a day, 7 days a week. Use the Info-Fax System to order catalogues by subject, and have your selections faxed directly to you.

For the CBSC Info-Fax System nearest you, go to "Contact Us."

? *InfoExport*

Department of Foreign Affairs and International Trade (DFAIT)

http://www.infoexport.gc.ca

The primary objective of the InfoExport Internet site is to help Canadian businesses with their export projects by providing them with the training and work tools they need, and directing them to the agencies, departments and resource persons who can be of assistance. At this site, businesses will find information that will help them determine target markets, develop market entry strategies, set prices, finance exports, promote products and services, ship products to their destination, and prepare effective export plans.

? *Information for Exporters*

Natural Resources Canada

http://www.nrcan.gc.ca/mms/export-e.htm

This page contains useful information for mineral sector exporters such as international agreements, market information, outlook and trends, products and services, international organizations, upcoming events and much more.

? *Information Services*

Regional Economic Development Agencies

The various regional economic development agencies are a great source of information for Canadian businesses interested in exporting or opening new markets. Here you will find essential export tools such as a trade information kit, a directory of trade services and resource persons in Canada, market studies, reports, etc.

N.B.
For the complete address of the regional development agency closest to you, go to "Contact Us."

Canada Economic Development for Quebec Regions (CED)
http://www.dec-ced.gc.ca

The Federal Economic Development Initiative in Northern Ontario (FedNor)
http://fednor.ic.gc.ca

Atlantic Canada Opportunities Agency (ACOA)
http://www.acoa.ca

Western Economic Diversification Canada (WD)
http://www.deo.gc.ca

? *New Exporters to Border States Program (NEBS)*

Department of Foreign Affairs and International Trade (DFAIT)

NEBS is an export education tool that targets Canadian companies not yet exporting to the United States. NEBS introduces the essentials of exporting, including practical export information and first-hand exposure to markets in U.S. border states.

http://www.dfait-maeci.gc.ca/geo/usa/nebs-e.asp

1-800-267-8376
(613) 944-4000

(613) 996-9709

? *New Exporters to Border States Program/ Plus (NEBS Plus)*

Department of Foreign Affairs and International Trade (DFAIT)

NEBS Plus is a program that serves Canadian companies already exporting to the U.S. border states. The focus of NEBS Plus is to expand the markets of successful exporters to other regions of the United States by providing them with information on exporting and export services/programs, an exporter's information guide and kit, etc.

http://www.dfait-maeci.gc.ca/geo/usa/nebs-e.asp

1-800-267-8376
(613) 944-4000

(613) 996-9709

? *Quality Management System and Environmental Management System Standards (ISO 9000 and 14000)*

Standards Council of Canada (SCC)

The Standards Council of Canada is the primary source of information on Quality Management System Standards (ISO 9000) and Environmental Management System Standards (ISO 14000). Here you will learn the advantages of ISO recognition, accreditation procedures, a list of ISO registered companies, the role of the SCC with regard to the ISO 9000 series, the ISO 14000 series, etc.

http://www.scc.ca

Standards Council of Canada
45 O'Connor Street, Suite 1200
Ottawa, Ontario K1P 6N7

(613) 238-3222

(613) 995-4564

? *Service on the Web*
Canada Business Service Centres (CBSC)

The CBSC web site contains up-to-date information on the services and programs of participating federal and provincial departments and agencies as well as regulations in effect. It also offers links to key business information sites.

http://cbsc.org

N.B.
For the complete address of the CBSC nearest you, go to "Contact Us."

? *Strategis*
Industry Canada

Strategis is the Canadian government's most comprehensive Internet site for business information. It gives companies direct access to Industry Canada's vast resources of expertise and information.

Strategis contains invaluable trade data and information to help businesses compete in international markets. It also contains the addresses of resource persons and agencies that can help companies with their export activities.

http://strategis.gc.ca/trade

Help Desk:

1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Virtual Customs Office*
Canada Customs and Revenue Agency (CCRA)

The Virtual Customs Office provides Canadian businesses with information on importing and exporting procedures, customs tariffs, various forms, etc.

http://www.ccra-adrc.gc.ca

Services

Bid Matching Service
Canadian Commercial Corporation (CCC)

The Bid Matching Service offers Canadian firms registered with CCC direct access to U.S. government opportunities. The opportunities received electronically by CCC are filtered daily to identify those that are open to Canadian sources of supply. Opportunities are then matched to Canadian firms' capabilities and interests, and matches are faxed to firms. Finally, CCC assists the firms in obtaining tender documents, provides price histories, and offers advice and guidance in the bid preparation process.

http://www.ccc.ca

Canadian Commercial Corporation
50 O'Connor Street, Suite 100
Ottawa, Ontario K1A 0S6

1-800-748-8191
(613) 996-2655

(613) 995-2121

info@ccc.ca

Consultative Services

Regional Economic Development Agencies

In every region of Canada, consultants are available to provide entrepreneurs with advice and services to help them make informed decisions about exports or market expansion. They can also guide businesses in the development of their export plans, provide them with the necessary contacts abroad, and help them develop foreign marketing strategies.

N.B. For the full address of the regional development agency closest to you, go to "Contact Us."

Canada Economic Development for Quebec Regions (CED)
http://www.dec-ced.gc.ca

The Federal Economic Development Initiative in Northern Ontario (FedNor)
http://fednor.ic.gc.ca

Atlantic Canada Opportunities Agency (ACOA)
http://www.acoa.ca

Western Economic Diversification Canada (WD)
http://www.deo.gc.ca

Customs Information Days

Canada Customs and Revenue Agency

The Canada Customs and Revenue Agency hosts these one-day events to provide Canadian businesses with information on importing into Canada and exporting to the United States, duties relief programs, and tariff classification, valuation and origin.

http://www.ccra-adrc.gc.ca

(613) 957-7256

EntrepriseFITT

Forum for International Trade Training (FITT)

EnterpriseFITT provides international trade training, individually tailored to meet the unique requirements of a business or organization. Learning objectives are defined with the client based upon a careful needs analysis. Training can be delivered on- or off-site through practical exercises and scenarios, dynamic presentations, or workshops. EnterpriseFITT is designed for companies that are exporting or export-ready, and for trade and industry associations.

http://www.fitt.ca

1-800-561-FITT (3488)
(613) 230-3553

(613) 230-6808

Export Alert!

Standards Council of Canada and Department of Foreign Affairs and International Trade

Export Alert! is an automated e-mail notification service that helps exporters keep abreast of regulatory changes in global markets. Export Alert! provides you with advance warning when foreign regulators are changing the requirements that apply to your products, notifies you of proposed regulatory changes, and gives you access to the full text of changes and the opportunity to comment on changes.

http://www.scc.ca/exportalert/index.html

Standards Council of Canada
45 O'Connor Street, Suite 1200
Ottawa, Ontario K1P 6N7

(613) 238-3222

(613) 995-4564

FITTskills

Forum for International Trade Training (FITT)

The FITTskills program is a hands-on, comprehensive training package consisting of eight modules that can be taken individually or as a comprehensive program. It focusses on the practical aspects of international business, including logistics, trade finance, nation-by-nation marketing opportunities, market entry strategies, and sound international management techniques. Modules are delivered throughout Canada by seasoned, international trade practitioners, or on-line via the FITT web site at www.fitt.ca. The program leads to a FITT Diploma in International Trade.

http://www.fitt.ca

1-800-561-FITT (3488)
(613) 230-3553

(613) 230-6808

Going Global

Forum for International Trade Training (FITT)

The "Going Global" Workshop Series is designed to help companies make strategic decisions by providing an understanding of the benefits and challenges of exporting their products or services and all that this entails. The three three-hour workshops in the series include: *An Introduction to International Trade, An Introduction to Market Research,* and *An Introduction to International Marketing.*

http://www.fitt.ca

1-800-561-FITT (3488)
(613) 230-3553

(613) 230-6808

Information on International Standards

Standards Council of Canada (SCC)

A Standards Council of Canada information officer can advise you on the international standards that apply to the products and services you wish to export.

http://www.scc.ca

Standards Council of Canada
45 O'Connor Street, Suite 1200
Ottawa, Ontario K1P 6N7

(613) 238-3222

(613) 995-4564

Information Services

International Trade Centre (ITC)

ITCs help Canadian exporters profit from opportunities that arise in foreign markets. ITC officers have up-to-date information on international markets, joint venture and technology transfer possibilities, trade conferences and seminars, and investments. Companies that are getting ready to export can obtain assistance with the development of their international marketing plan.

N.B.
For the complete address of the ITC nearest you, go to "Contact Us."

International Business Opportunities Centre
Department of Foreign Affairs and International Trade (DFAIT) and Industry Canada

This Centre informs Canadian businesses, particularly SMBs, about trade opportunities discovered by Canadian trade commissioners and commercial officers around the world. A number of these opportunities are posted on its web site. The Centre searches databases such as Win Exports and Industry Canada's Canadian Company Capabilities, and consults a broad network of resource persons to find potential Canadian suppliers for the products and services foreign buyers are looking for.

http://www.dfait-maeci.gc.ca/iboc-coai

International Business
Opportunities Centre
Department of Foreign Affairs
and International Trade
125 Sussex Drive
Ottawa, Ontario K1A 0G2

1-800-267-8376
(613) 944-4000

(613) 996-2635

New Exporters to Border States Program (NEBS)
Department of Foreign Affairs and International Trade (DFAIT)

NEBS is an export education tool that targets Canadian companies not yet exporting to the United States. Companies are invited to participate in a trade mission and take advantage of information sessions (e.g., on border formalities and local U.S. markets), visits and meetings with representatives of U.S. industry and government.

http://www.dfait-maeci.gc.ca/geo/usa/nebs-e.asp

1-800-267-8376
(613) 944-4000

(613) 996-9709

New Exporters to Border States Program/ Plus (NEBS/Plus)

Department of Foreign Affairs and International Trade (DFAIT)

http://www.dfait-maeci.gc.ca/geo/usa/nebs-e.asp

1-800-267-8376
(613) 944-4000

(613) 996-9709

NEBS Plus is a program that helps Canadian companies already exporting to U.S. border states expand their markets to other regions of the United States. Companies are invited to participate in a trade mission and take advantage of information sessions (e.g., on border formalities and local U.S. markets), visits and meetings with representatives of U.S. industry and government.

New Exporters to Overseas (NEXOS)

Department of Foreign Affairs and International Trade (DFAIT)

http://www.infoexport.gc.ca/nexos-e.asp

(613) 996-5555

(613) 944-1008

NEXOS exposes exporters to new markets in Europe by organizing special missions. The program provides companies with information on customs procedures, market access, shipping, labelling, distribution channels and currency regulations. NEXOS missions are arranged for groups of companies in the same general sector, and each mission includes thorough briefings on how to do business in the destination country.

N.B. Program prerequisite: registration in Win Exports.

NEXPRO®

Business Development Bank of Canada (BDC)

The New Exporters Training and Counselling Program (NEXPRO®) can help you broaden your export knowledge and skills. Through a combination of group workshops and one-on-one follow-up counselling sessions, NEXPRO® can help you assess your export potential, develop an export plan and implement a successful exporting strategy.

http://www.bdc.ca

1-888-INFO-BDC (1-888-463-6232)

Personalized Service

Canada Business Service Centres (CBSC)

In addition to an extensive collection of export-related publications, directories and other business products, CBSCs provide access to external databases. Business clients can use these research materials on their own or with the help of a trained business information officer.

For the telephone number of the CBSC closest to you, go to "Contact Us."

Prime Contractor

Canadian Commercial Corporation (CCC)

When a company uses the prime contractor service, it gives the CCC a mandate to sign a contract with a foreign purchaser (private sector or government) and all the work is subcontracted. In this way, the buyer receives assurance, backed by the Government of Canada, that the contract will be performed according to its terms. In addition to enhancing the credibility of Canadian companies and improving payment and financing terms, the backing of the CCC as prime contractor can enhance customer loyalty and improve the supplier's competitiveness against better known or larger rivals.

http://www.ccc.ca

Canadian Commercial Corporation
50 O'Connor Street, Suite 100
Ottawa, Ontario K1A 0S6

1-800-748-8191
(613) 996-2655

(613) 995-2121

info@ccc.ca

Team Canada Inc

Partnership between federal and provincial governments and the private sector

Team Canada Inc was established to provide Canadian businesses with effective, integrated export services. Canadian businesses are backed by a solid team that helps them succeed in international markets through trade missions abroad that are led by the Prime Minister, regional trade networks set up in every province, and new information products and Internet services. The services of Team Canada Inc target both current and future exporters and focus on four main aspects: preparing to export, diversifying export markets, improving performance, and attracting investors.

☎ 1-888-811-1119

Telephone Service

Canada Business Service Centres (CBSC)

CBSCs provide free long-distance telephone centres to help you communicate with business information officers who will help you find answers to your questions and solutions for your export and international trade problems.

☎ For the number of the CBSC telephone service closest to you, go to "Contact Us."

The Canadian Trade Commissioner Service

Department of Foreign Affairs and International Trade (DFAIT)

Canada's trade commissioners live and work in over 125 cities throughout the world and provide essential services and information to Canadian businesses interested in exporting to foreign markets. The Canadian Trade Commissioner Service provides businesses registered in Win Exports with information on markets and potential partners, as well as opinions, personalized advice and possible solutions to export problems. All trade commissioners consult Win Exports to identify Canadian suppliers and respond to requests from foreign businesses.

http://www.dfait-maeci.gc.ca

1-800-267-8376
(613) 944-4000

(613) 996-9709

World Information Network for Exports – Win Exports

Department of Foreign Affairs and International Trade (DFAIT)

Win Exports is a computerized database of Canadian exporters and their capabilities. It is used by the Canadian Trade Commissioner Service worldwide and by Team Canada partners in Canada to match Canadian exporters with international business opportunities. If you are export-ready, being a part of Win Exports offers many advantages.

http://www.infoexport.gc.ca/winexports/menu-e.asp

To register your company with Win Exports:
1-800-551-4WIN (4946)
(613) 944-44946

1-800-667-3802
(613) 944-1078

Programs

$ *Bank Guarantees*
Export Development Corporation (EDC)

The EDC shares certain risks with your banker, thus encouraging the bank to offer you the working capital or the prefinancing your company needs to be successful and to grow.

I) The MARG program (Master Accounts Receivable Guarantee) is designed to increase the part of your operating lines of credit from your bank that is secured by your foreign accounts receivable.

II) Other bank guarantees also exist. EDC and the bank share in the risk on medium-term export financing bank loans to foreign buyers of Canadian products and services.

http://www.edc-see.ca

Emerging Exporters Team:
1-800-850-9626
SME Financial Services Team:
1-888-332-3320

(613) 598-6871

export@edc4.edc.ca

$ *Export Credit Insurance*
Export Development Corporation (EDC)

Export credit insurance protects Canadian exporters against foreign buyers who default on their payments. Whether you offer goods or services, your shipments and contracts can be insured against a wide range of commercial risks.

http://www.edc-see.ca

1-800-850-9626

$ *Export Financing*

Export Development Corporation (EDC)

http://www.edc-see.ca

1-888-332-3320

The EDC offers loans to foreign buyers to enable them to purchase Canadian capital goods or related services. The EDC also offers a full range of options to meet the needs of small exporters of capital goods. These include the purchase of promissory notes, lines of credit, and arrangements enabling buyers and exporters to discuss financing options with local banks in their own language.

$ *Floor Plan Financing*

NORTHSTAR Trade Finance Inc.

http://www.northstar.ca

1-800-663-9288

The Floor Plan Financing option provides a direct loan to the foreign distributor. NORTHSTAR pays the exporter upon shipment of the goods to the distributor. The distributor repays NORTHSTAR when the goods are sold, or in 360 days, whichever occurs first. Interest is payable monthly on the outstanding balance. The loan is secured by a promissory note and a security interest in the inventory financed.

$ *IDEA-SME Program – Market Development and Exports*

Canada Economic Development (CED)

The "Market development and exports" area of the IDEA-SME Program targets SMEs in Quebec. Its main priorities are to develop international trade, market tourism products, and facilitate access to government contracts. The purpose of the projects is to strengthen the position of exporting SMEs. Financial assistance covers a maximum of 50% of eligible costs, such as participation in trade fairs, transportation and accommodation costs, costs of labour, etc. Assistance to commercial enterprises is repayable.

http://www.dec-ced.gc.ca

Canada Economic Development
Head Office
Tour de la Bourse
800 Victoria Square, Suite 3800
P.O. Box 247
Montréal, Quebec H4Z 1E8

1-800-322-4636

N.B. For the complete address of the regional CED office nearest you, go to "Contact Us."

$ *Medium-Term Financing for Foreign Buyers*

NORTHSTAR Trade Finance Inc.

Northstar provides fixed-rate medium-term loans to foreign buyers for periods ranging from one to five years. This loan is secured by a registered lien over the exported goods. This type of financing applies to export sales transactions of between $100 000 and $5 million.

http://www.northstar.ca

1-800-663-9288

$ *Program for Export Market Development (PEMD)*

Team Canada Inc

The objective of the PEMD is to increase export sales of Canadian goods and services by sharing the costs of activities that companies normally could not or would not undertake alone. Preference will be given to companies with annual sales greater than $250 000 and less than $10 million, and with less than 100 employees in the case of firms in the manufacturing sector and 50 in the case of those in the service industry.

Market Development Strategies (MDS):
The MDS provides assistance for various international marketing activities. Contributions range from $5000 to $50 000 and repayment is based on 4% of incremental sales made in the specified target market. Eligible costs include product testing for market certification, legal fees for marketing agreements abroad, transportation expenses to Canada for offshore company trainees, and product demonstration costs and other expenses related to the implementation of the marketing plan.

New-to-Exporting:
This element of the PEMD targets companies that have no export experience and lack a capability to export or to develop an international marketing plan. A maximum (repayable) contribution of $7500 is available to such companies either for a market identification visit, or for participation in an international trade fair.

http://www.infoexport.gc.ca/

InfoCentre
1-800-267-8376
(613) 944-4000

(613) 996-9709 (InfoCentre)
(613) 944-4500 (FaxLink)

N.B.
Additional information can be obtained by contacting the International Trade Centre. For the complete address of the ITC office closest to you, go to "Contact Us."

$ *Progressive Payment Program (PPP)*
Canadian Commercial Corporation (CCC)

The PPP enables Canadian businesses to free up the working capital they need on export sales. Once CCC backs a deal, the participating bank will provide funds for the export sale, beyond the company's normal line of credit. Once this line of credit is in place, CCC verifies work done for the contract, and the company can access progress payments accordingly. The program is available to all firms with sales of $50 million or less, and credit lines are limited to $2 million per transaction.

http://www.ccc.ca

Canadian Commercial Corporation
50 O'Connor Street, Suite 100
Ottawa, Ontario K1A 0S6

1-800-748-8191
(613) 996-2655

(613) 995-2121

info@ccc.ca

$ *Working Capital for Exporters*
Business Development Bank of Canada (BDC)

Working Capital for Exporters is designed to help small businesses finance export and export-related activities. This BDC pilot project provides pre-shipment financing of up to $250 000 to cover the heavy costs associated with initiating and developing international markets. Flexible repayment terms allow small companies to build foreign sales and ensure their long-term viability.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

Research and Development

Information, services and programs designed to promote and encourage research and development activities within Canadian companies

Information

? *Canada Institute for Scientific and Technical Information (CISTI)*

National Research Council of Canada (NRC)

CISTI provides Canadian companies with access to the most comprehensive collection of scientific, technical and medical documents in Canada, and to a group of experts who can assist in the search for information. CISTI offers the following services: delivery of documents from the Institute and other sources, literature searches, patent information, current awareness services, online access to scientific and medical databases, online tables of contents, Internet access to services, and electronic transmission of documents.

http://www.cnrc.ca/icist/cisti.html

1-800-668-1222
(613) 993-1600

cisti.info@nrc.ca

$ *Research and Development News in the Minerals and Metals Sector*

Natural Resources Canada, Minerals and Metals Sector (MMS)

The Minerals and Metals Sector of Natural Resources Canada maintains a web page devoted to research and development in the area of minerals and metals. Here you will find interesting related links, research reports, services available to companies, and more. This page can be reached from the MMS site by clicking on "Research and Development."

http://www.nrcan.gc.ca:80/mms/resdevel-e.htm

$ *Strategis*

Industry Canada

The Strategis web site is the most comprehensive Internet site for business information. It gives Canadian companies direct access to Industry Canada's vast resources of expertise and information.

Strategis contains invaluable data and information to help businesses interested in conducting research and development. The information available through Strategis is intended to help businesses with all stages in the development and marketing of new products and technology. Strategis also contains the addresses of resource persons and agencies that can help companies with R&D projects.

http://strategis.gc.ca/innovation

Help Desk:
1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

Services

Canadian Technology Network (CTN)
National Research Council (NRC)

The Canadian Technology Network can provide access to a wide range of technology and related business assistance through a cross-country network of advisors. These advisors are prepared to work with you to identify your needs and help you find solutions to your technology challenges. Advisors are linked together to optimize the identification and delivery of the right advice or expertise to meet your needs.

http://ctn.nrc.ca

National Research Council of Canada
Canadian Technology Network
1200 Montréal Road, Building M-36
Ottawa, Ontario K1A 0R6

1-888-286-0001

(613) 993-6559

R&D@nrc.ca

Entrepreneurship Training Program
National Research Council of Canada (NRC)

The NRC's Entrepreneurship Training Program Office offers an eight-day training program to help researchers, research assistants, postdoctoral fellows, technical officers and others to achieve the goal of creating their own technology-based venture. Participants learn how to evaluate and optimize key success factors, how to obtain financing, and what pitfalls to avoid.

http://www.nrc.ca

(613) 990-9546

Sylvie.Brunette@nrc.ca

Federal Partners in Technology Transfer (FPTT)

National Research Council of Canada (NRC)

FPTT provides access to one of the broadest networks of innovation expertise in Canada. Both the NRC and the Industrial Research Assistance Program (IRAP) are involved in FPTT, a collaboration that enables IRAP to promote and support research and development activities by directing its clients toward the wide-ranging resources, expertise and facilities of the Canadian government.

FPTT unites 15 federal science-based departments to facilitate the transfer of technology to Canadian industry. FPTT provides participating departments with a discussion forum on work methods and ways to resolve concerns that are common to businesses, and also promotes the importance and the relevance of federal government technology transfer activities.

http://www.nrc.ca

(613) 998-5244

(613) 998-8768

irap@nrc.ca

Industrial Research Assistance Program (IRAP)

National Research Council of Canada (NRC)

Advisory Services:
Advice is an integral part of IRAP. A network of 260 industrial technology advisors (ITAs) are available in over 90 communities throughout Canada. ITAs are scientists and engineers who have been chosen for their business experience and their expertise in a given technological sector. They are available to meet you at your place of work to help you manage your SME and direct you toward the most appropriate resources.

Breaking into International Markets:
IRAP can also assist you in your search for foreign business opportunities and provide you with support for the development of your marketing and business plan.

http://www.nrc.ca

National Research Council of Canada
1200 Montréal Road, Building M58
Ottawa, Ontario K1A 0R6

1-888-286-0001
(613) 993-7760

Provincial offices:
Dial 1-877-994-4727 for
the IRAP office nearest you.

(613) 952-1086

irap@nrc.ca

Measurement Services

National Research Council of Canada (NRC) Institute for National Measurement Standards

In this era of global competition, compliance with international standards confers a considerable competitive advantage. Through the Institute for National Measurement Standards, the NRC offers measurement services to companies wishing to improve the chances of having their products accepted on the market.

http://www.nrc.ca

National Research Council of Canada
1200 Montréal Road, Building M58
Ottawa, Ontario K1A 0R6

1-877-672-2672
(613) 993-9101

(613) 993-6559

R&D@nrc.ca

Programs

$ *Applied Research and Development*

The Federal Economic Development Initiative in Northern Ontario (FedNor)

FedNor's Pre-Commercial Fund offers additional support for early stage research and development, and pre-commercial product development. Projects can support early stage research and development, including prototype development with the potential for commercialization. Proposals should demonstrate that the applicant has been unsuccessful in obtaining financing for the project from traditional sources, including FedNor's funding partners. A maximum repayable contribution of $250 000 may be awarded to companies with fewer than 250 employees that have annual sales of less than $20 million and that meet the requirements for funding for eligible expenses.

http://fednor.ic.gc.ca

N.B.
For the complete address of the regional FedNor office nearest you, go to "Contact Us."

$ *Canada Foundation for Innovation Support Program*

Western Economic Diversification Canada (WD)

The Canada Foundation for Innovation Support Program (CFI-SP) is designed to enhance western institutions' rates of participation in the Canadian Foundation for Innovation and help them access funds. The program will reimburse qualified applicants up to 90% of eligible direct costs incurred in the preparation of a CFI proposal, to a maximum of $20 000.

http://www.wd.gc.ca

1-888-338-WEST (9378)

N.B.
For the complete address of the regional WD office nearest you, go to "Contact Us."

$ *IDEA-SME Program – Innovation, Research and Development, Design*

Canada Economic Development (CED)

The "Innovation, research and development, design" area of the IDEA-SME Program targets SMEs in Quebec. Its main priorities are to raise awareness among SMEs of the importance of making R&D and Design (RDD) part of their day-to-day operations, and to stimulate the marketing of products, services and technologies that result from RDD. Activities include the work required to adjust such products, services and technologies to market requirements and applicable standards. Financial assistance covers a maximum of 50% of eligible costs, including consultants' fees, labour costs, costs of accreditation and patents, etc. Assistance to commercial enterprises is repayable.

http://www.dec-ced.gc.ca

Canada Economic Development
Head Office
Tour de la Bourse
800 Victoria Square, Suite 3800
P.O. Box 247
Montréal, Quebec H4Z 1E8

1-800-322-4636

(514) 283-3302

N.B.
For the complete address of the regional CED office nearest you, go to "Contact Us."

$ *Industrial Research Assistance Program (IRAP)*

National Research Council of Canada (NRC)

IRAP's financial assistance provides SMEs with a complete service package that enables them to validate and develop innovative ideas. By offering sources of financing for strategic research and development activities, IRAP helps SMEs to create employment and acquire necessary services.

For small-scale projects, IRAP may fund up to 50% of development costs in certain cases. A maximum of $15 000 in funding is available for small-scale projects.

For projects on a larger scale and more complex, long-term projects, IRAP may fund up to 50% of development costs. This assistance is normally applied toward salary costs. Funding for these larger-scale projects can range from $5000 to $350 000 for a period exceeding 36 months.

IRAP, Technology Partnerships Canada, NRC and Industry Canada have joined forces to support innovative SMEs by delivering financial assistance **for projects in the precommercialization stage.** This IRAP-Technology Partnership Canada initiative provides SMEs with direct access to repayable financial assistance in support of precommercialization activities.

http://www.nrc.ca

National Research Council of Canada
1200 Montréal Road, Building M58
Ottawa, Ontario K1A 0R6

1-888-286-0001
(613) 993-7760

Provincial offices:
Dial 1-877-994-4727 for
the IRAP office nearest you.

(613) 952-1086

irap@nrc.ca

$ *Innovation Capacity Building*

The Federal Economic Development Initiative in Northern Ontario (FedNor)

FedNor will support the development of the necessary infrastructure, environment, and conditions to facilitate applied research and development, commercialization of research activities, and the development of new technologies and their application and transfer to northern Ontario. A maximum contribution of $500 000 (which may be repayable) may be awarded to companies with fewer than 250 employees that have annual sales of less than $20 million and that meet the requirements for funding for eligible expenses.

http://fednor.ic.gc.ca

N.B.
For the complete address of the regional FedNor office nearest you, go to "Contact Us."

$ *Innovation Loan*

Business Development Bank of Canada (BDC)

The BDC has created the Innovation Loan to help innovative businesses position themselves to take advantage of new markets and new technologies available to today's global players. This new loan will help businesses adapt to ever-changing rules, develop new practices, and invent new products to improve their chances of success.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Tax Incentive Program Designed to Encourage Scientific Research & Experimental Development in Canada (SR&ED)*

Canada Customs and Revenue Agency

This program is designed to encourage companies – particularly small and young companies – to conduct SR&ED that will lead to the development of new, improved or technologically advanced products or processes. The SR&ED Tax Incentive Program provides timely financial support in the form of tax credits to Canadian businesses that conduct SR&ED in Canada.

http://www.ccra-adrc.gc.ca

1-800-959-7775

$ *Technology Partnerships Canada (TPC)*

Industry Canada and the National Research Council of Canada (NRC)

Technology Partnerships Canada invests in research and development, demonstration projects and market development in key growth sectors of the global knowledge-based economy such as environmental technologies, enabling technologies, and aerospace and defence industries. TPC investments are conditionally repayable, usually based on royalties tied to sales. The government shares with industry in the up-front research and development costs needed to bring products to market.

http://ptc.ic.gc.ca

Technology Partnerships Canada
300 Slater Street, 10th Floor
Ottawa, Ontario K1A 0C8

1-800-266-7531
(613) 954-0870

(613) 954-9117

tpc@ic.gc.ca

Environment

Information, services and programs designed to encourage the environmental protection and energy conservation initiatives of Canadian companies

Information

? *R-Net*
Natural Resources Canada

http://rnet.nrcan.gc.ca/rnet-e.htm

R-Net is a quarterly newsletter that provides up-to-date information about new technology in the field of recycling. Each issue of *R-Net* focusses on a specific topic, although advances in other areas of recycling are also examined. Information on waste management, policies, associations and awards, upcoming events, and an Internet site that is interesting and worth exploring are also presented.

Services

Canadian Industry Program for Energy Conservation (CIPEC)

Natural Resources Canada

http://buildings.nrcan.gc.ca

The Canadian Industry Program for Energy Conservation is a voluntary government-industry alliance that defines sector-specific, energy efficiency targets to help Canadian industry stay competitive and limit greenhouse gas emissions. It develops and implements action plans to achieve these targets and measures and reports on progress annually.

DOLLARS TO $ENSE

Natural Resources Canada

For information or to register:

http://buildings.nrcan.gc.ca/workshop/index.htm

Natural Resources Canada offers a one-day workshop on energy saving where you will learn how to assemble a money-saving energy management team, identify and capitalize on immediate savings opportunities, be more competitive while enhancing your corporate image, develop new, cost-saving energy management solutions, etc.

Industrial Energy Innovators Initiative

Natural Resources Canada

http://buildings.nrcan.gc.ca

Once the CIPEC task forces have drafted targets and action plans, the Industrial Energy Innovators Initiative provides a means of turning sector commitments into company actions. Projects begin with CEOs and other senior officials committing to implement energy-saving measures in their organizations. When this commitment has been assured, the Industrial Energy Innovators Initiative provides the information and support services necessary to start and implement an upgrade.

Programs

$ *Federal Industrial Boiler Program*
Natural Resources Canada

The Federal Industrial Boiler Program of CANMET's Energy Technology Centre offers advisory and project management services to owners and operators of heating and cooling systems in buildings with regard to equipment maintenance, selection and installation. The Group's objectives are to increase the systems' energy efficiency, reduce their NO_x emissions and extend their useful life.

http://www.nrcan.gc.ca/es/etb/cetc/etcframe.htm

Technology Manager
(613) 996-6612

(613) 995-7868

michael.burke@nrcan.gc.ca

$ *Industry Energy Research and Development Program*
Natural Resources Canada

The Industry Energy Research and Development Program of CANMET's Energy Technology Centre encourages and supports industry proposals for the development and application of leading-edge, energy-efficient and environmentally responsible processes, products, systems and equipment.

http://www.nrcan.gc.ca/es/etb/cetc/tecframe.htm

Technology Manager
(613) 996-6612

(613) 995-7868

michael.burke@nrcan.gc.ca

$ *Mining Effluents Program*

Natural Resources Canada

This program focuses on R&D related to the treatment of mine, mill and metallurgical effluents, and the handling of residues produced by the mining industry. The team of professionals in the program includes: biologists, chemists, microbiologists, engineers and technicians. Projects include technical R&D at the bench and pilot scale, and international technology transfer projects. The program also plays a gate-keeping role in biotechnology applied to mining.

http://envirolab.nrcan.gc.ca

Program Manager
(613) 992-7286

(613) 996-9041

dkoren@nrcan.gc.ca

$ *Renewable Energy Technologies*

Natural Resources Canada

The Renewable Energy Technologies Program of CANMET's Energy Technology Centre supports Canadian industry's efforts to develop and deploy cost-effective and environmentally responsible renewable energy technologies: small hydro, active solar, wind energy and bioenergy technologies.

http://www.nrcan.gc.ca/es/etb/cetc/etcframe.htm

Technology Manager
(613) 996-6087

(613) 996-9496

claude.barraud@nrcan.gc.ca

$ *Tailings and Waste Rock Program*

Natural Resources Canada

The objective of the Tailings and Waste Rock Program is to develop technologies or apply existing technologies to reduce the potential environmental liabilities of mine waste and mine waste effluent treatment, and to manage waste disposal sites in a cost-effective manner.

http://envirolab.nrcan.gc.ca

Program Manager
(613) 995-4641

(613) 996-9041

mblanche@nrcan.gc.ca

Aboriginal Peoples

Information, services and programs tailored to meet the specific needs of Canadian Aboriginal businesses

Information

? *Aboriginal Business Map/Strategis*

Industry Canada

The Aboriginal Business Map provides quick and easy access to international, national, provincial, territorial and community business information.

The Aboriginal Business Map is a navigation tool that provides seamless access to business information resources on the web. It is also an integration tool that provides a unique point of access to various levels of government information and services.

http://carteautochtone.ic.gc.ca

Help Desk:

1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Information on the Web*

Department of Indian Affairs and Northern Development (DIAND)

The DIAND web site contains statistics, reports and analyses for Aboriginal entrepreneurs, information and publications on natural resources, information on programs developed for Aboriginal peoples, new items, the latest news releases, etc.

http://www.inac.gc.ca

(819) 994-5735

(819) 997-7054

? *Spirit of Aboriginal Enterprise*

Industry Canada

http://carteautochtone.ic.gc.ca
(Go to "Business Start-Up.")

The intent of the Spirit of Aboriginal Enterprise web site is to provide Aboriginals in Canada with the information, tools and connections they need to learn more about the Aboriginal economy and develop or expand their Aboriginal business. Three sections of the site help users round out their knowledge of various aspects of entrepreneurship education and awareness, business start-up, and the management and growth stages of businesses.

Aboriginal Business Canada
Industry Canada

Trade and Market Expansion:
The program enables status and non-status Indians, Inuit and Métis individuals to take advantage of consulting and business advisory services if they are seeking to expand locally, regionally, interprovincially or internationally.

Youth Entrepreneurship:
The program assists young entrepreneurs with preparation of business plans, and helps develop a marketing strategy and provides for business advisory services for youth-owned businesses.

http://abc.gc.ca

Industry Canada
235 Queen Street
1st Floor, West Tower
Ottawa, Ontario K1A 0H5

(613) 954-4064

(613) 957-7010

drever.douglas@ic.gc.ca

Aboriginal Resource Guide
Department of Indian Affairs and Northern Development (DIAND) and the Canadian Bankers Association

This electronic tool is designed to aid Aboriginal peoples search for the information they require to develop or enhance administrative and financial skills in order to increase their capacity to successfully use the services of financial institutions.

http://www.aboriginalresourcenet.com

(819) 994-5735

(819) 997-7054

First Nations and Inuit Youth Business Program

Department of Indian Affairs and Northern Development (DIAND)

http://www.inac.gc.ca
(Go to "DIAND's Youth Strategy Programs.")

This program enables Aboriginal lending institutions to offer proactive business opportunity advice and counselling as well as mentoring and advisory support to on-reserve First Nations and recognized Inuit community youth. The program is open to young people from 15 to 30 years of age.

(819) 994-5735

(819) 997-7054

Programs

$ *Aboriginal Business Canada*
Industry Canada

Trade and Market Expansion:
The program provides financial support for Canada's Indians, Inuit and Métis individuals, on or off reserve, toward the costs of advertising, promotion and business planning. The maximum contribution is $75 000. Contributions are tailored to the requirements of the business. Assistance for capital and inventory can also be made available for firms seeking to expand into new provinces/territories or into new international markets.

Youth Entrepreneurship:
The program assists youth entrepreneurs by financing the start-up, expansion, modernization or acquisition of a commercially viable business. Canadian status and non-status Indians, Inuit and Métis individuals between the ages of 18 and 29 years are eligible. The maximum contribution is $75 000 and contributions are tailored to the requirements of the business.

http://abc.gc.ca

Industry Canada
235 Queen Street
1st Floor, West Tower
Ottawa, Ontario K1A 0H5

(613) 954-4064

(613) 957-7010

drever.douglas@ic.gc.ca

$ *Commercial Development Program*

Department of Indian Affairs and Northern Development (DIAND)

http://www.inac.gc.ca

(819) 994-5735

(819) 997-7054

The Commercial Development Program is a direct loan and loan guarantee program that complements the Aboriginal Business Canada program under Industry Canada. DIAND provides direct loans to individually owned and band owned businesses in areas not yet served by Aboriginal capital corporations. Loan guarantees and insurances are provided by DIAND and Industry Canada.

$ *First Nations and Inuit Youth Business Program*

Department of Indian Affairs and Northern Development (DIAND)

http://www.inac.gc.ca
(Go to "DIAND's Youth Strategy Programs.")

(819) 994-5735

(819) 997-7054

This program enables Aboriginal lending institutions to offer seed capital to explore or develop a business opportunity. The main client focus is on-reserve First Nations and recognized Inuit community youth (age 15 to 30). Seed capital includes micro-lending (loans under $5000) as well as small, conditionally repayable contributions.

$ *Growth Capital for Aboriginal Business*

Business Development Bank of Canada (BDC)

This BDC program offers financing of up to $100 000 for existing businesses and up to $25 000 for start-ups to Aboriginal entrepreneurs, on or off a reserve in Canada. It was introduced to increase access to capital for Aboriginal entrepreneurs who want to start an SME or expand an existing business.

http://www.bdc.ca

Business Development Bank
of Canada
Head Office
BDC Building
5 Place Ville-Marie, Suite 400
Montréal, Quebec H3B 5E7

1-888-INFO-BDC (1-888-463-6232)

$ *Resource Access Negotiations Program*

Department of Indian Affairs and Northern Development (DIAND)

This program provides financial assistance to First Nations communities to negotiate access to, as well as development of, nearby off-reserve resources. It assists in finding commercial investments for developing community-owned resources and establishing agreements with developers of large projects that will provide business and employment opportunities.

http://www.inac.gc.ca

(819) 994-5735

(819) 997-7054

Economy and Statistics

Statistics, economic data and a description of services designed to help Canadian businesses better understand their target market and competitors

Information

? *Canadian Statistics*
Statistics Canada

http://www.statcan.ca

Canadian Statistics is a free information service, accessible at all times from the Statistics Canada web site. It offers tabular data on aspects of Canada's economy, land, people and government.

? *Census*
Statistics Canada

http://www.statcan.ca

In this part of the Statistics Canada web site, you will find free tabular data from the most recent census. You can also access the Statistical Profile of Canadian Communities (region by region) and information on the 2001 Census.

? *ExportSource*
Team Canada Inc

http://www.exportsource.gc.ca

ExportSource has gathered together the main sources of export statistics published by the Canadian government. On this one web site, you can find links to a full range of export statistics and statistics on international trade.

? *Facsimile Service (Products and Services)*
Statistics Canada

http://www.statcan.ca

1-800-263-1136
1-800-363-7629 TDD*
(613) 951-8116

(613) 951-0581

In addition to offering a variety of information services, Statistics Canada publishes its statistical information in a variety of formats and media such as publications, research papers, data files, and online databases. A fee is charged for some of these publications.

** Telecommunications device for the deaf*

? *InfoExport*

Department of Foreign Affairs and International Trade (DFAIT)

http://www.infoexport.gc.ca

The main purpose of the InfoExport web site is to help Canadian companies with their export projects by providing the information and working tools they need. At this site, businesses will find numerous export and international trade statistics from market reports prepared by the Department. To enable companies to make the best possible export-related decisions, market reports for each country are subdivided by sector.

? *Inquiries Line*

Statistics Canada

1-800-263-1136
1-800-363-7629 TDD*
(613) 951-8116

Statistics Canada maintains an interactive information line where you can obtain the most recent statistics on the consumer price index, employment, unemployment and population. You can also obtain information on the fax service.

** Telecommunications device for the deaf*

? *Metals and Minerals Processing – Strategis*

Industry Canada

The Strategis web site boasts an impressive section of business information on a host of industrial sectors, including the metals and minerals processing sector. Here one can find data on the end use and consumption of metals and minerals, as well as industry subsector overviews and directories of companies and industrial associations. *TechRoute* provides technology-related information relevant to the metals and minerals sector and is designed to assist you in making the connections you need to people, current research and available technologies and intellectual property.

http://strategis.gc.ca/metals

1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *Service Centres*

Statistics Canada

Statistics Canada makes available publications and research documents from its libraries and reference centres, free-of-charge. To find out where they are located, consult the web site or call the toll-free number.

http://www.statcan.ca

1-800-263-1136
1-800-363-7629 TDD*
(613) 951-8116

(613) 951-0581

** Telecommunications device for the deaf*

? *Statistics*

Regional Economic Development Agencies

The various regional economic development agencies have placed a wealth of statistical information on companies and the Canadian economy on their respective Internet sites. The statistics available will familiarize companies with the socio-economic profile of the regions in which they are operating and provide them with statistics on exports, consumption, production, etc.

N.B.
For the full address of the regional development agency closest to you, go to "Contact Us."

Canada Economic Development for Quebec Regions (CED)
http://www.dec-ced.gc.ca

The Federal Economic Development Initiative in Northern Ontario (FedNor)
http://fednor.ic.gc.ca

Atlantic Canada Opportunities Agency (ACOA)
http://www.acoa.ca

Western Economic Diversification Canada (WD)
http://www.deo.gc.ca

? *Statistics on Minerals and Mineral Activities*
Natural Resources Canada

Natural Resources Canada is the primary source of statistical information on minerals in Canada. At this web site, you will find statistics on consumption, production, mineral trade and mineral exploration. You will also find departmental publications on the subject, information on Canadian mineral and metal producers, and a section entitled "Canadian Mining Facts," which will provide you with information on the impact of these activities for each province and for the country as a whole.

http://www.nrcan.gc.ca/mms/efab/mmsd/

Minerals and Mining Statistics Division
Natural Resources Canada
580 Booth Street, 9th Floor
Ottawa, Ontario K1A 0E4

1-800-267-0452
(613) 996-8209

? *Strategis – Trade Data Online*
Industry Canada

The Strategis web site, an Industry Canada initiative, is a source of customs-based trade statistics. It supplies useful strategic information to help businesses find new export markets, determine competition for their products, and even identify domestic opportunities for import replacement. It provides companies with direct access to statistics compiled by Industry Canada.

http://strategis.gc.ca/tdo

Client service:
1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *The Daily*
Statistics Canada

http://www.statcan.ca

The Daily is a free electronic publication that provides highlights of newly released data, schedules for major releases, and announcements of new products and services offered by Statistics Canada.

Services

Personalized Statistics Service
Statistics Canada

A personalized statistics service was introduced to respond to the specific needs of Canadian companies. For a fee, Statistics Canada experts can supply statistics that are targeted toward company needs, thus enabling them to become more familiar with their target market, their clientele and the economic environment affecting them.

http://www.statcan.ca

1-800-263-1136
1-800-363-7629 TDD*
(613) 951-8116

(613) 951-0581

** Telecommunications device for the deaf*

What's New?

This section describes information sources that can help Canadian companies keep up-to-date on the latest news and the most recent developments in the economy, financing, R&D, the environment, etc.

Information

? *CanadExport*

Department of Foreign Affairs and International Trade (DFAIT)

CanadExport is a newsletter on exports, published twice monthly for Canadian Canadian business persons. It contains information on market opportunities, trade and investment policies, programs and services, upcoming activities, publications, success stories and winning strategies. *CanadExport* regularly includes a supplement devoted to a specific country.

N.B.
CanadExport is available free-of-charge in print format as well as electronically.

http://www.dfait-maeci.gc.ca/english/news/newsletr/canex/

CanadExport
(613) 996-2225
DFAIT
1-800-267-8376
(613) 944-4000

(613) 996-9276 *(CanadExport)*

? *Contact*

Natural Resources Canada

http://www.NRCan.gc.ca:80/mms/news-e.htm

Contact is an electronic newsletter on federal policy and S&T developments in minerals and metals. Each issue presents a concise overview of federal initiatives involving the minerals and metals industry.

? *International Communiqué*

Natural Resources Canada

http://www.nrcan.gc.ca:80/mms/icomm-e.htm

This electronic newsletter contains information on international events and activities relevant to the minerals and metals sector. Each issue presents a concise overview of important activities and events, including those involving NRCan. It provides brief summaries on a range of issues, contact names, and sources of additional information.

? *Profit$*

Business Development Bank of Canada (BDC)

http://www.bdc.ca
(Go to "Publication.")

N.B.
To have a free copy of *Profit$* sent to your home or company, please complete the electronic subscription form on the BDC web site.

Profit$* is a quarterly publication of the Business Development Bank of Canada. *Profit$ keeps SMEs up-to-date on current topics and advises entrepreneurs of new trends and developing business opportunities. The BDC newsletter is available free-of-charge in print format and electronically.

? *Small Business Info Fairs*
Industry Canada

http://business-infofairs.ic.gc.ca/

Are you researching a new business idea? Expanding your company? Exporting around the world? The Government of Canada Small Business Info-Fairs are an opportunity to learn more about dozens of federal programs and "how-to" seminars all in one place and admission is free.

? *Small Business Quarterly*
Industry Canada

http://strategis.ic.gc.ca/SSG/mi04698e.html

The objective of the *Small Business Quarterly* is to provide readers with a quick overview of key small business statistics, trends, and recent developments. It is available free-of-charge on the Strategis Internet site.

Help Desk:
1-800-328-6189
(613) 954-5031

(613) 954-1894

hotline.service@ic.gc.ca

? *The Daily*

Statistics Canada

http://www.statcan.ca
(Go to "Daily News.")

The Daily is an electronic publication that is available free-of-charge and that provides highlights of newly released data. It contains schedules of upcoming major news releases and announces new products and services offered by Statistics Canada.

Contact Us

Regional Office Addresses of Federal Departments

Canada Business Service Centres (CBSC)

Newfoundland
CBSC
90 O'Leary Avenue, P.O. Box 8687
St. John's, Newfoundland A1B 3T1
Telephone: (709) 772-6022
Toll-free: 1-800-668-1010
Fax: (709) 772-6090
Info-fax: (709) 772-6030
Toll-free: 1-8888-772-6030
E-mail: st.Johns@csec.ic.gc.ca

Prince Edward Island
CBSC/Prince Edward Island
75 Fitzroy Street, P.O. Box 40
Charlottetown, P.E.I. C1A 7K2
Telephone: (902) 368-0771
Toll-free: 1-800-668-1010
Fax: (902) 566-7377
Info-fax: (902) 368-0776
Toll-free: 1-800-401-3201
Teletype: (902) 368-0724
E-mail: pei@csec.ic.gc.ca

Nova Scotia
CBSC/Nova Scotia
1575 Brunswick Street
Halifax, Nova Scotia B3J 2G1
Telephone: (902) 426-8604
Toll-free: 1-800-668-1010
Fax: (902) 426-6530
Info-fax: (902) 426-3201
Toll-free: 1-800-401-3201
Teletype: 1-800-797-4188
E-mail: halifax@csec.ic.gc.ca

Canada Business Service Centres (CBSC) (continued)

New Brunswick
CBSC/New Brunswick
570 Queen Street, P.O. Box 578
Fredericton, New Brunswick E3B 6Z6
Telephone: (506) 444-6140
Toll-free: 1-800-668-1010
Fax: (506) 444-6172
Info-fax: (606) 444-6169
Toll-free: 1-800-401-3201
Teletype: (506) 444-6166
Toll-free: 1-800-887-6550
E-mail: cbscnb@csec.ic.gc.ca

Quebec
Info entrepreneurs
5 Place Ville-Marie
Suite 12500, Plaza Level
Montréal, Quebec H3B 4Y2
Telephone: (514) 496-INFO (4636)
Toll-free: 1-800-322-INFO (4636)
Fax: (514) 496-5934
Info-fax: (514) 496-4010
Toll-free: 1-800-322-4010
E-mail: infoentrepreneur@csec.ic.gc.ca

Ontario
CBSC/Ontario
Toronto, Ontario M5C 2W7
Telephone: (416) 954-INFO (4636)
Toll-free: 1-800-567-2345
Fax: (416) 954-8597
Info-fax: (416) 954-8555
Toll-free: 1-800-240-4192
E-mail: info@cobsc.ic.gc.ca

Manitoba
CBSC
240 Graham Avenue, Room 250
P.O. Box 2609
Winnipeg, Manitoba R3C 4B3
Telephone: (204) 984-2272
Toll-free: 1-800-665-2019
Fax: (204) 983-3852
Info-fax: (204) 984-5527
Toll-free: 1-800-665-9386
E-mail: manitoba@csec.ic.gc.ca

Saskatchewan
CBSC/Saskatchewan
122, 3rd Avenue North
Saskatoon Saskatchewan S7K 2H6
Telephone: (306) 956-2323
Toll-free: 1-800-667-4374
Fax: (306) 956-2328
Info-fax: (306) 956-2310
Toll-free: 1-800-667-9433
E-mail:saskatooncsbsc@csec.ic.gc.ca

Alberta
The Business Link – CBSC
10237 104th Street, Suite 100
Edmonton, Alberta T5J 1B1
Telephone: (780) 422-7722
Toll-free: 1-800-272-9675
Fax: (780) 422-0055
Info-fax: (780) 427-7971
Toll-free: 1-800-563-9926
E-mail: buslink@cbsc.ic.gc.ca

Canada Business Service Centres (CBSC) (continued)

British Columbia
CBSC/British Columbia
601 Cordova Street West
Vancouver, B.C. V6B 1G1
Telephone: (604) 775-5525
Toll-free: 1-800-667-2272
Fax: (604) 775-5520
Info-fax: (604) 775-5515
Toll-free: 1-800-667-2272

Yukon
CBSC/Yukon
208 Main Street, Suite 201
Whitehorse, Yukon Y1A 2A9
Telephone: (867) 633-6257
Toll-free: 1 800-661-0543
Info-fax: (867) 633-2533
Toll-free: 1-800-841-4320
E-mail: perry.debbie@csec.ic.gc.ca

Northwest Territories
CBSC/Northwest Territories
8th Floor, Scotia Centre
P.O. Box 1320
Yellowknife, N.W.T. X1A 2L9
Telephone: (867) 873-7958
Toll-free: 1-800-661-0599
Fax: (867) 873-0101
Info-fax: (403) 873-0575
Toll-free: 1-800-661-0825
E-mail: .yel@cbsc.ic.gc.ca

International Trade Centres (ITC)

Newfoundland
International Trade Centre
Cabot Place II, 10th Floor
10 Barter's Hill, P.O. Box 8950
St. John's, Newfoundland A1B 3R9
Telephone: (709) 772-4782
Fax: (709) 772-5093

Prince Edward Island
International Trade Centre
75 Fitzroy Street, P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Telephone: (902) 566-7443
Fax: (902) 566-7450

Nova Scotia
International Trade Centre
1800 Argyle Street, 5th Floor
P.O. Box 940, Station M
Halifax, Nova Scotia B3J 2V9
Telephone: (902) 426-7540
Fax: (902) 426-5218

New Brunswick
International Trade Centre
1045 Main Street, Suite 103
Moncton, New Brunswick E1C 1H1
Telephone: (506) 851-6452
Toll-free: 1-800-332-3801
Fax: (506) 851-6429

Quebec
International Trade Centre
5 Place Ville-Marie, Suite 700
Montréal, Quebec H3B 3G2
Telephone: (514) 283-6328
Fax: (514) 283-8794

Ontario
International Trade Centre
1 Front Street West
Dominion Public Building, 4th Floor
Toronto, Ontario M5J 1A4
Telephone: (416) 973-5053
Fax: (416) 973-8161

Manitoba
International Trade Centre
400 St. Mary Avenue, 4th Floor
Winnipeg, Manitoba R3C 4K5
Telephone: (204) 983-5851
Fax: (204) 983-3182

Saskatchewan
International Trade Centre
123 3rd Avenue South, 7th Floor
Saskatoon, Saskatchewan S7K 7E6
Telephone: (306) 975-5315
Fax: (306) 975-5334

Alberta
International Trade Centre
Canada Place, Suite 725
9700 Jasper Avenue
Edmonton, Alberta T5J 4C3
Telephone: (403) 495-2944
Fax: (403) 495-4507

International Trade Centres (ITC) (continued)

British Columbia
International Trade Centre
300 Georgia Street West, Suite 2000
Vancouver, B.C. V6B 6E1
Telephone: (604) 666-0434
Fax: (604) 666-0954

Yukon
See British Columbia

Northwest Territories
See Alberta

Atlantic Canada Opportunities Agency (ACOA)

Head Office
Blue Cross Centre
644 Main Street
P.O. Box 6051
Moncton, New Brunswick E1C 9J8
Telephone: (506) 851-2271
Toll-free: 1-800-561-7862
Fax: (506) 851-7403

Newfoundland
10 Barter's Hill, 11th Floor
P.O. Box 1060
Station C, Cabot Place II
St. John's, Newfoundland A1C 5M5
Telephone: (709) 772-2751
Toll-free: 1-800-668-1010
Fax: (709) 772-2712

Prince Edward Island
100 Sydney St., 3rd Floor
P.O. Box 40
Charlottetown, P.E.I. C1A 7K2
Telephone: (902) 566-7492
Toll-free: 1-800-871-2596
Fax: (902) 566-7098

Atlantic Canada Opportunities Agency (ACOA) (continued)

Nova Scotia
1801 Hollis Street, Suite 600
P.O. Box 2284, Station M
Halifax, Nova Scotia B3J 3C8
Telephone: (902) 426-6743
Toll-free: 1-800-565-1228
Fax: (902) 426-2054

New Brunswick
570 Queen St., 3rd Floor
P.O. Box 578
Fredericton, New Brunswick E3B 5A6
Telephone: (506) 452-3184
Toll-free: 1-800-561-4030
Fax: (506) 452-3285

Federal Economic Development Initiative in Northern Ontario (FedNor)
Toll-free: 1-877-333-6673

Sault Ste. Marie
6th Floor, Suite 600
70 Foster Street
Sault Ste. Marie,
Ontario P6A 6V4
Telephone: (705) 941-2014
Fax: (705) 941-2085

Sudbury
19 Lisgar Street, Suite 307
Sudbury, Ontario P3E 3L4
Telephone: (705) 671-0711
Fax: (705) 671-0717

Thunder Bay
1st Floor, Suite 104
33 Court St. S.
Thunder Bay, Ontario P7B 2W6
Telephone: (807) 766-1800
Fax: (807) 346-8474

Canada Economic Development (CED)

Head Office
Tour de la Bourse
800 Victoria Square, Suite 3800
P.O. Box 247
Montréal, Quebec H4Z 1E8
Telephone: (514) 283-6412

Liaison Office
Place du Portage, Phase II
165 Hôtel-de-Ville Street
P.O. Box 1110, Station B
Hull, Quebec J8X 3X5
Telephone: (819) 997-3474

Abitibi-Témiscamingue
906 5th Avenue
Val-d'Or, Quebec J9P 1B9
Telephone: (819) 825-5260
Toll-free: 1-800-567-6451

Bas Saint-Laurent, Gaspésie
Îles-de-la-Madeleine
Édifice Trust Général du Canada
2 St-Germain Street East, Suite 310
Rimouski, Quebec G5L 8T7
Telephone: (418) 722-3282
Toll-free: 1-800-463-9073

Centre du Quebec
Place du Centre
150 Marchand Street, Suite 502
Drummondville, Quebec J2C 4N1
Telephone: (819) 478-4664
Toll-free: 1-800-567-1418

Côte-Nord
701 Laure Blvd., Suite 202 B
P.O. Box 698
Sept-Îles, Quebec G4R 4K9
Telephone: (418) 968-3426
Toll-free: 1-800-463-1707

Estrie
Place Andrew-Paton
65 Belvédère Street North, Suite 240
Sherbrooke, Quebec J1H 4A7
Telephone: (819) 564-5904
Toll-free: 1-800-567-6084

Laval, Laurentides, Lanaudière
Tour Triomphe II, Suite 204
2540 Daniel-Johnson Blvd.
Laval, Quebec H7T 2S3
Telephone: (450) 973-6844
Toll-free: 1-800-430-6844

Mauricie
Immeuble Bourg du fleuve
25 des Forges Street, Suite 413
Trois-Rivières, Quebec G9A 2G4
Telephone: (819) 371-5182
Toll-free: 1-800-567-8637

Canada Economic Development (continued)

Montérégie
Complexe Saint-Charles
Suite 411
1111 Saint-Charles Street West
Longueuil, Quebec J4K 5G4
Telephone: (514) 928-4088
Toll-free: 1-800-284-0335

Montréal
Tour de la Bourse
800 Victoria Square, Suite 3800
P.O. Box 247
Montréal, Quebec H4Z 1E8
Telephone: (514) 283-2500

Nord du Quebec
Tour de la Bourse
800 Victoria Square, Suite 3800
P.O. Box 247
Montréal, Quebec H4Z 1E8
Telephone: (514) 496-7609
Toll-free: 1-800-561-0633

Outaouais
259 Saint-Joseph Boul., Suite 202
Hull, Quebec J8Y 6T1
Telephone: (819) 994-7442
Toll-free: 1-800-561-4353

Quebec, Chaudière-Appalaches
905 Dalhousie Street, 2nd Floor
Québec, Quebec G1K 4C1
Telephone: (418) 648-4826
Toll-free: 1-800-463-5204

Saguenay, Lac-Saint-Jean
Suite 203
170 Saint-Joseph Street South
Alma, Quebec G8B 3E8
Telephone: (418) 668-3084
Toll-free: 1-800-463-9808

Western Economic Diversification Canada (WD)
1-888-338-WEST (9378)

Alberta – Head Office
Canada Place
Suite 1500
9700 Jasper Avenue North West
Edmonton, Alberta T5J 4H7
Telephone: (780) 495-4164
Fax: (780) 495-4557

Ontario
Centennial Towers
200 Kent Street, 8th Floor
P.O. Box 2128, Station D
Ottawa, Ontario K1P 5W3
Telephone: (613) 952-9378
Fax: (613) 952-9384

Manitoba
Cargill Building
240 Graham Avenue, Suite 712
P.O. Box 777
Winnipeg, Manitoba R3C 2L4
Telephone: (204) 983-4472
Fax: (204) 983-4694

Saskatchewan
S.J. Cohen Building
119 4th Avenue South, Suite 601
P.O. Box 2025
Saskatoon, Saskatchewan S7K 3S7
Telephone: (306) 975-4373
Fax: (306) 975-5484

British Columbia
Price Waterhouse Building
Suite 700
601 Hastings Street West
Vancouver, B.C. V6B 5G9
Telephone: (604) 666-6256
Fax: (604) 666-2353